

Expanding leadership in emerging markets

Søren Petersen
Senior Vice President
Mobile Phones, Entry Business Unit

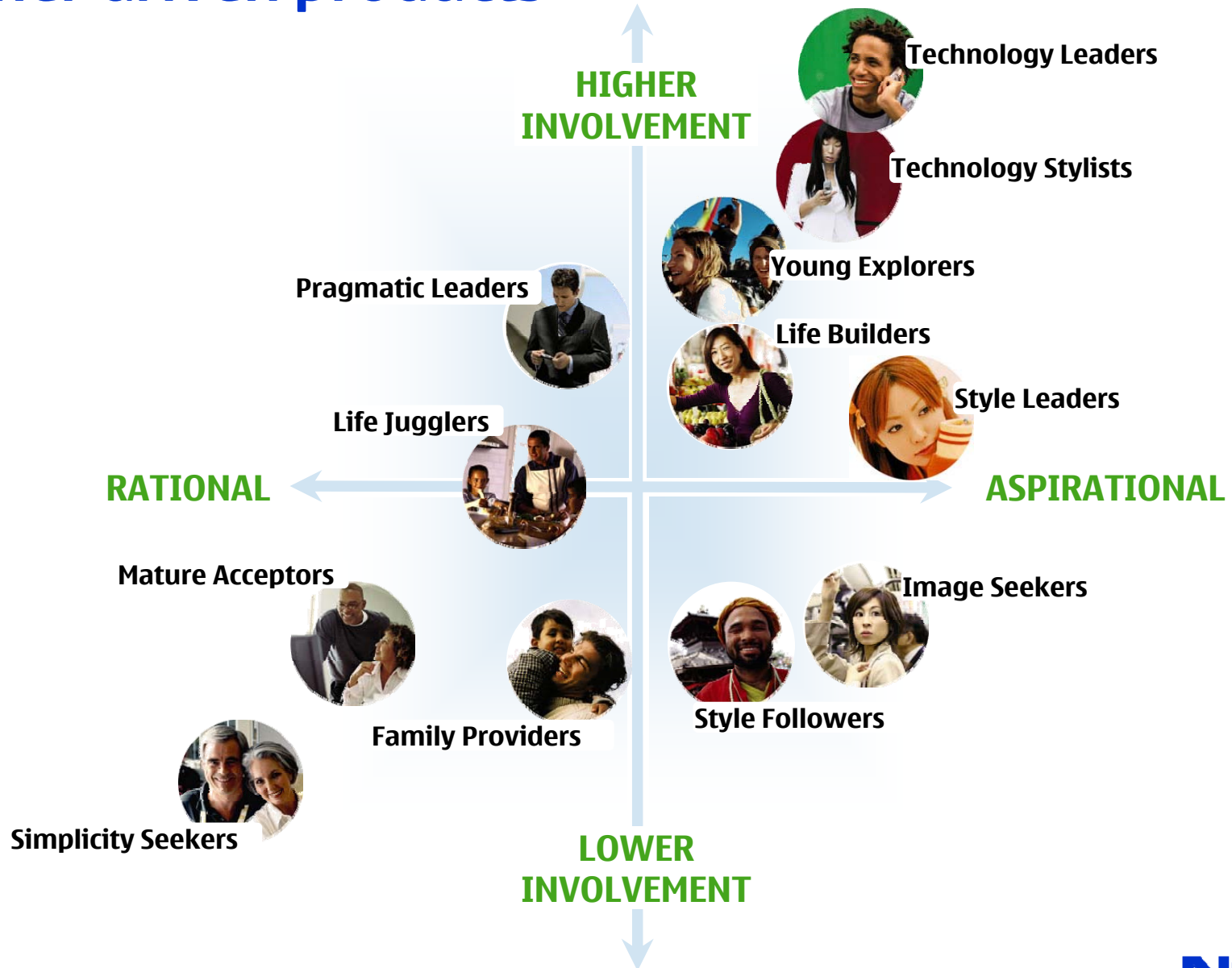
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Expanding leadership in emerging markets

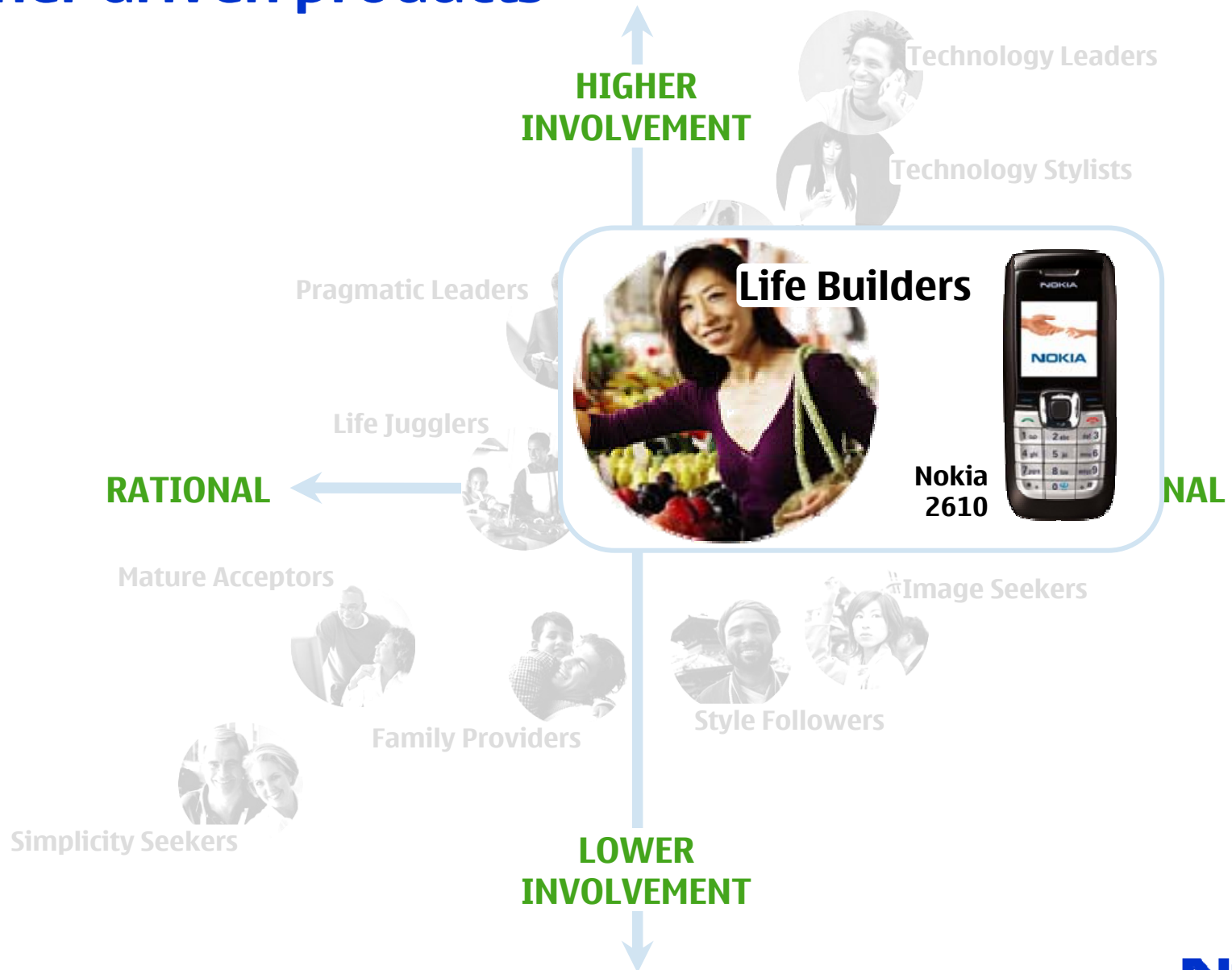
Entry is a **great business**
in which Nokia has captured the
sustainable leadership position



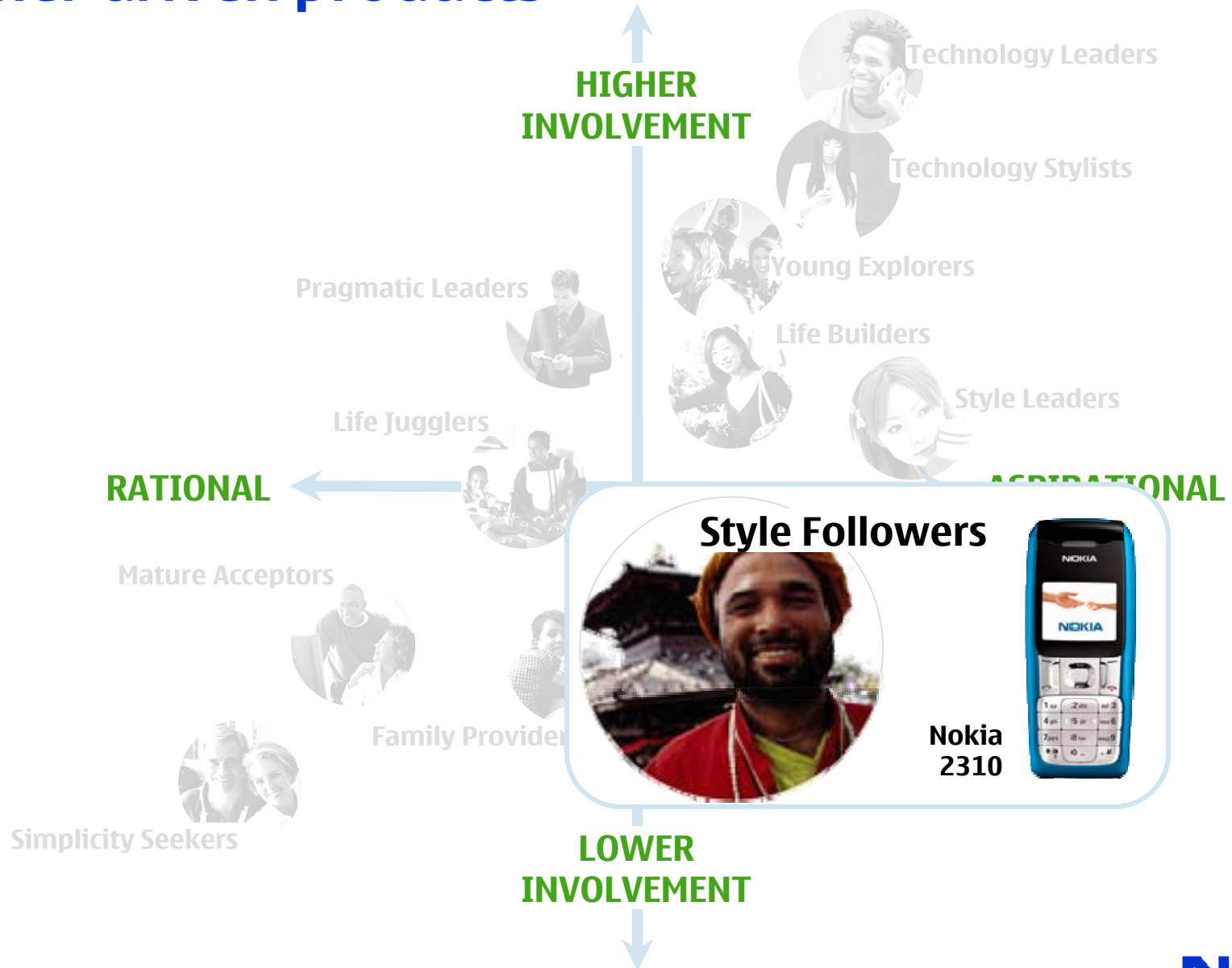
Consumer driven products



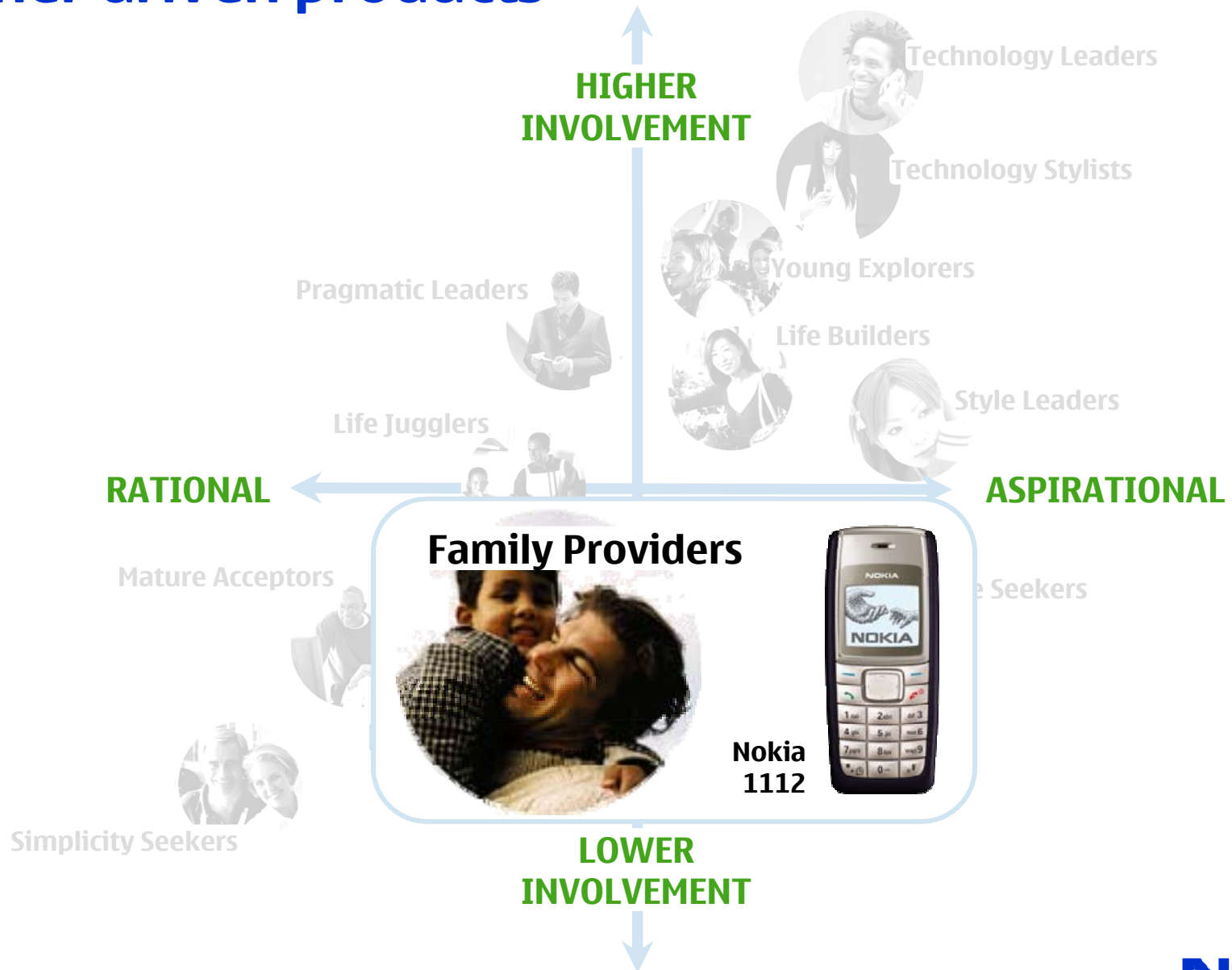
Consumer driven products



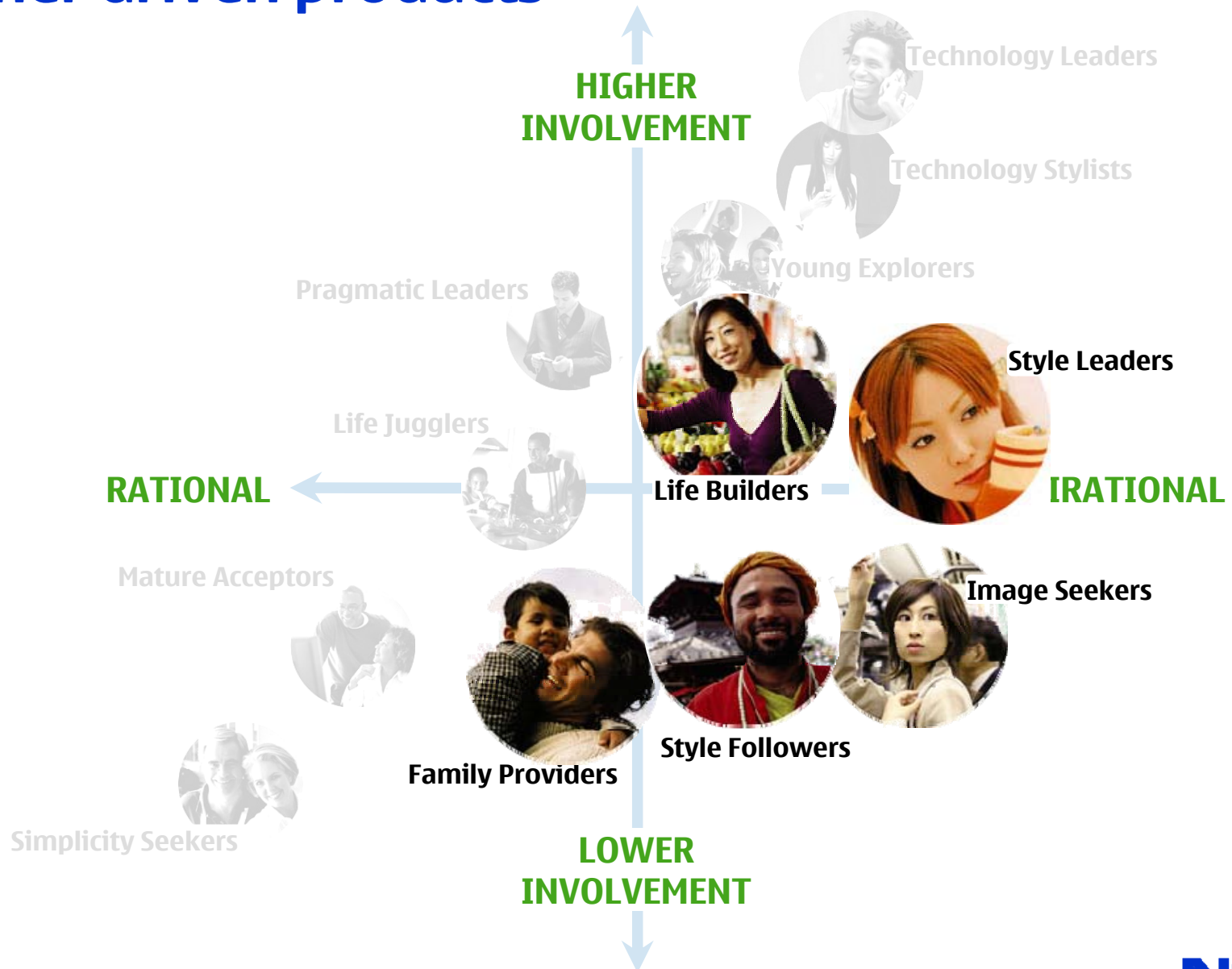
Consumer driven products



Consumer driven products

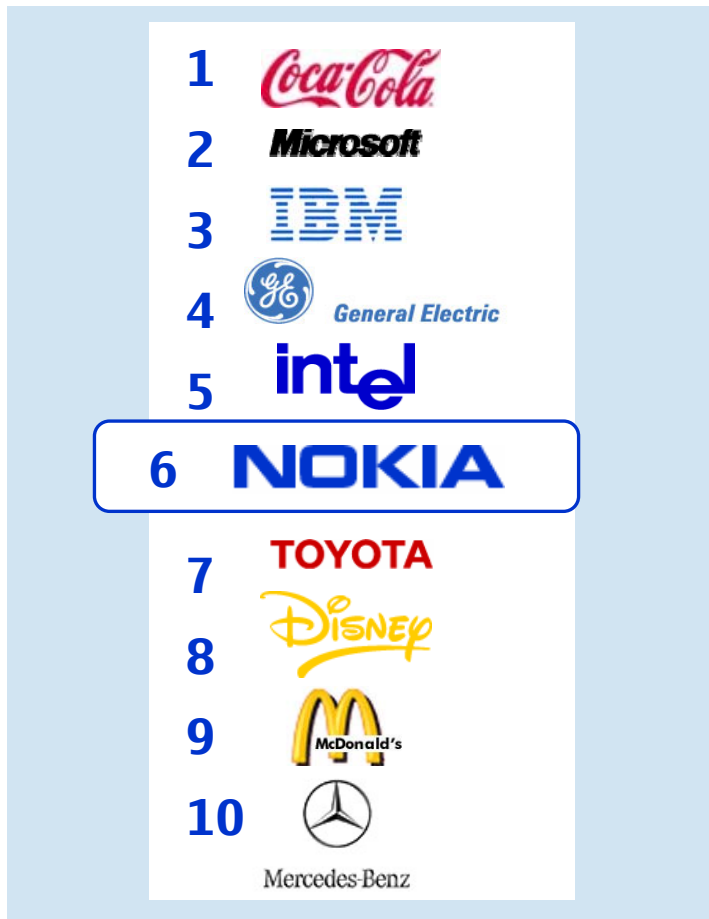


Consumer driven products



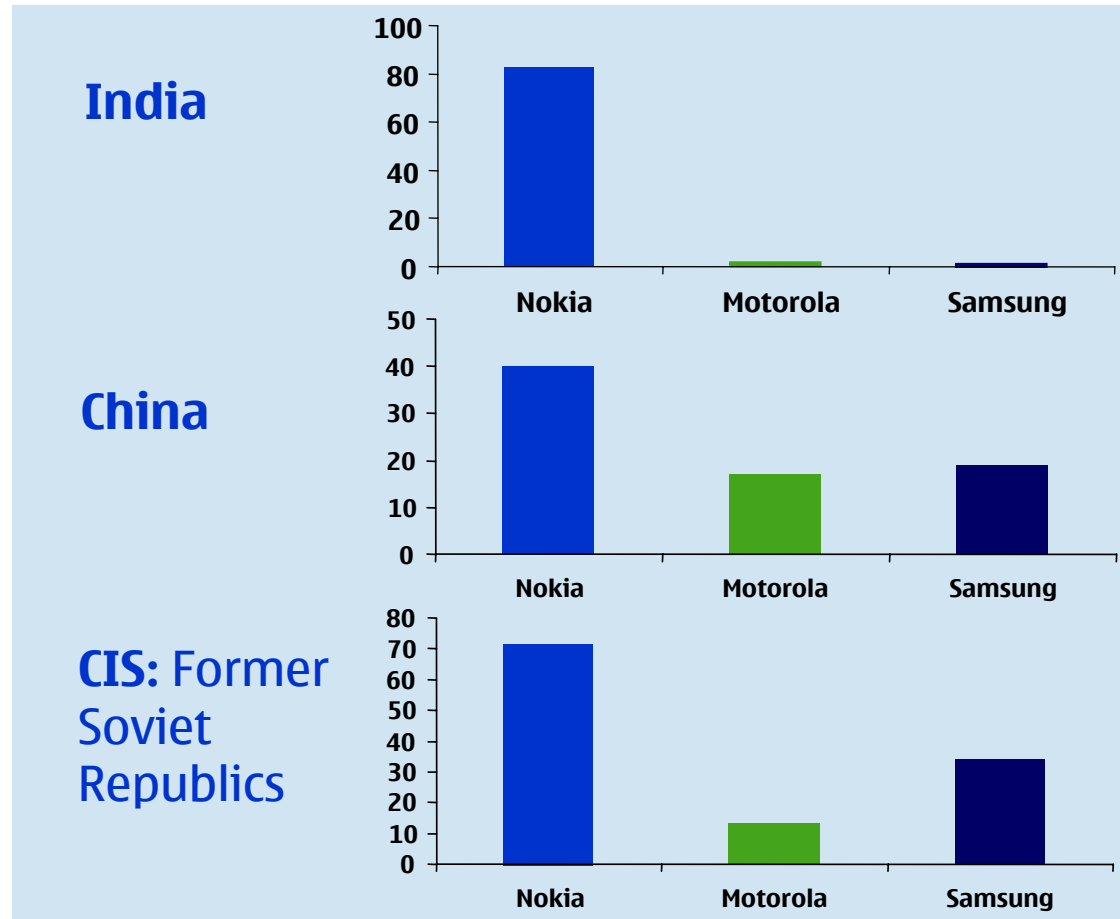
Industry's leading brand

World's most valuable brands 2006



Source: Interbrand

Leading Handset Brand Preference

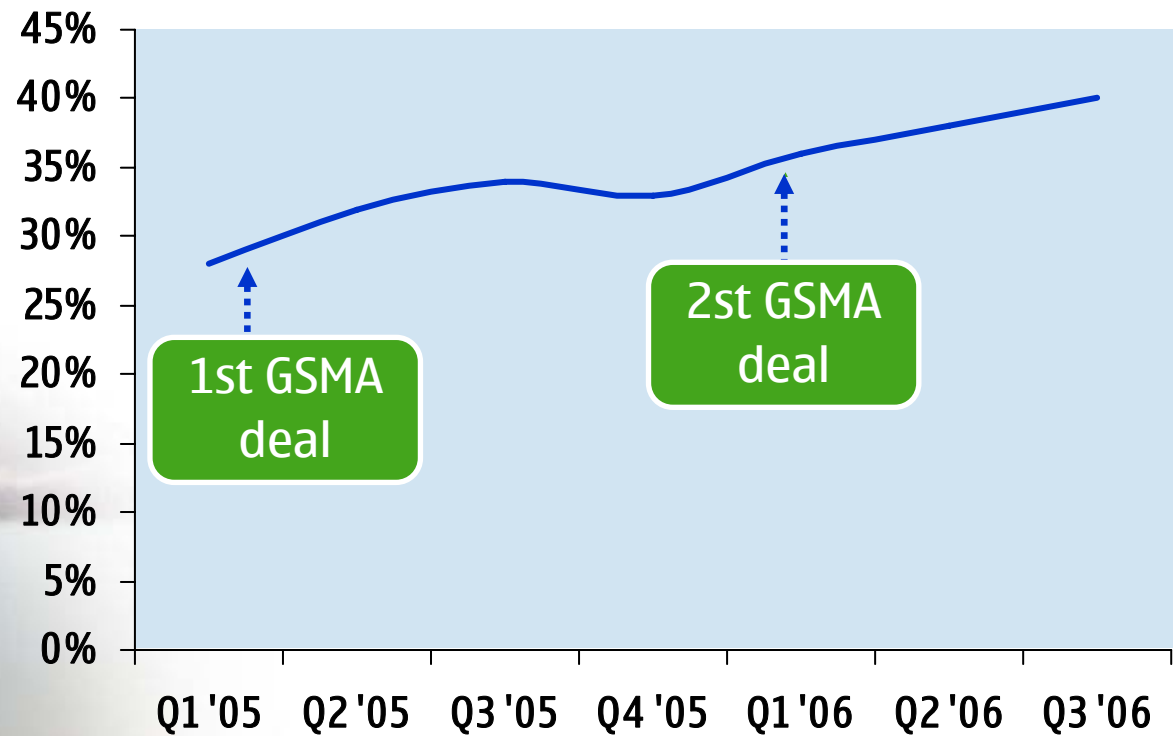


Source: Q2 '06 Nokia estimates

Steadily growing market share



Nokia's BRIC* market share Q1 '05-Q3 '06



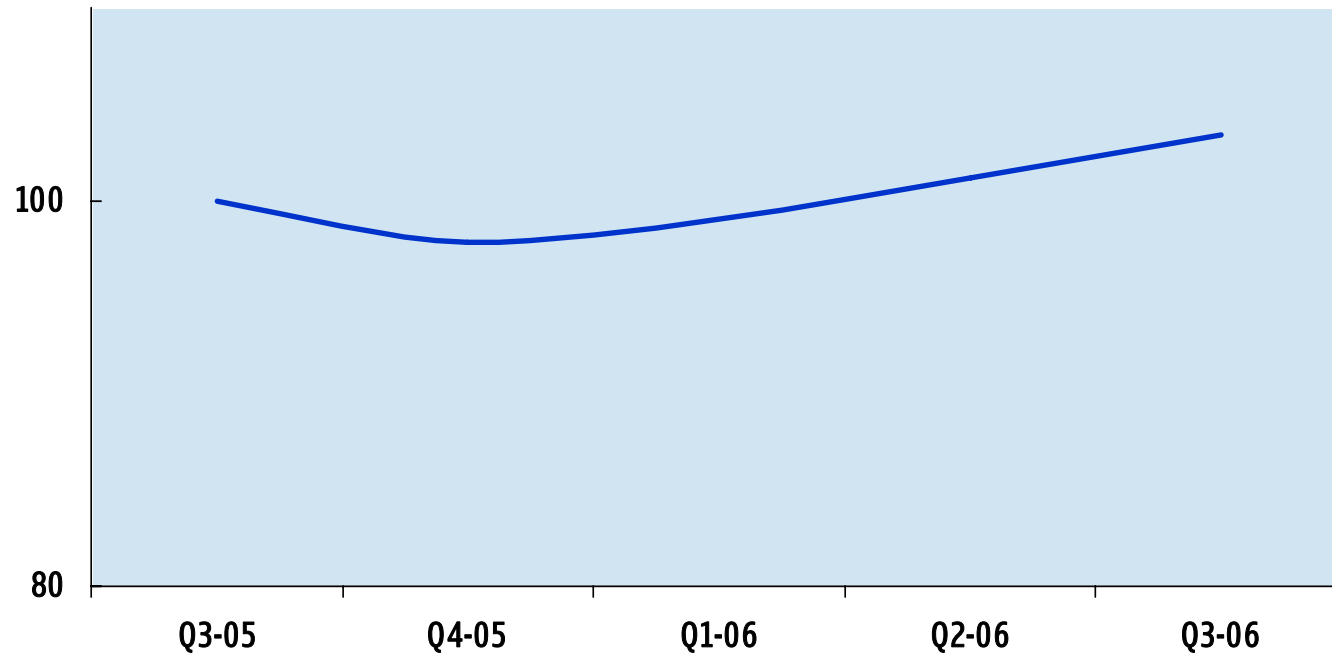
* Brazil, Russia, India, China Source: Nokia estimates

Increasing profitability

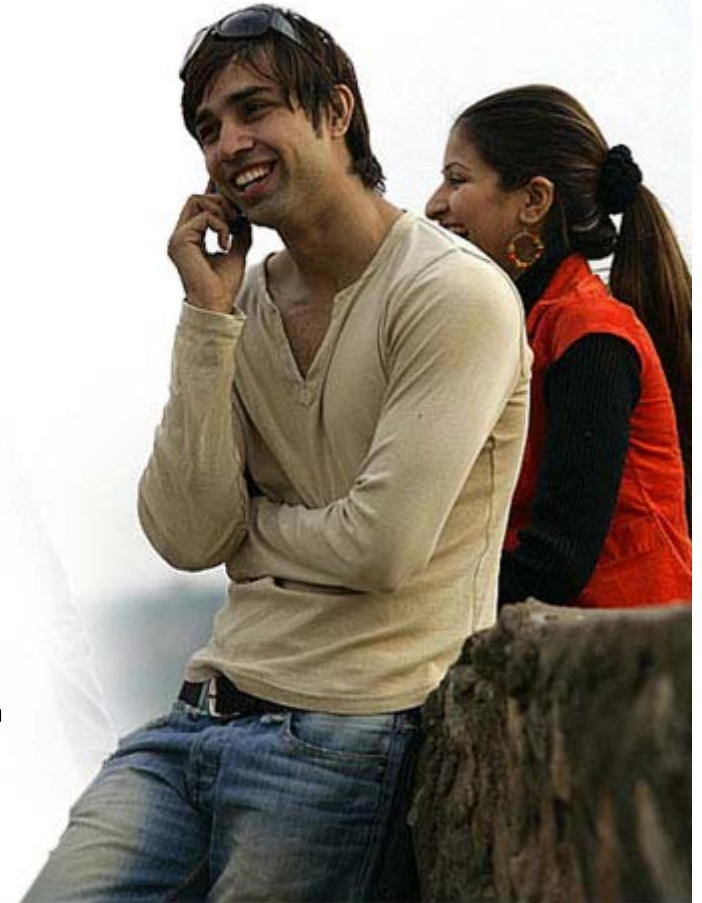
Entry business profitability trend Q3 '05-Q3 '06

Annual moving average of gross margin in percent;

Index Q3 '05 = 100



Source: Nokia



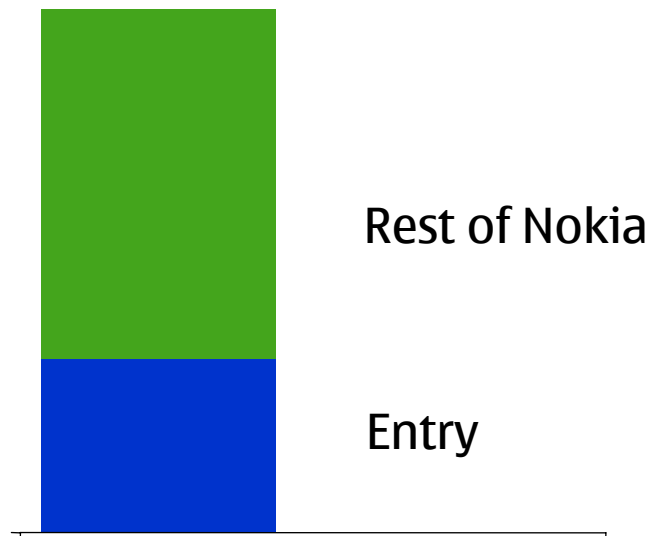
Competitive environment



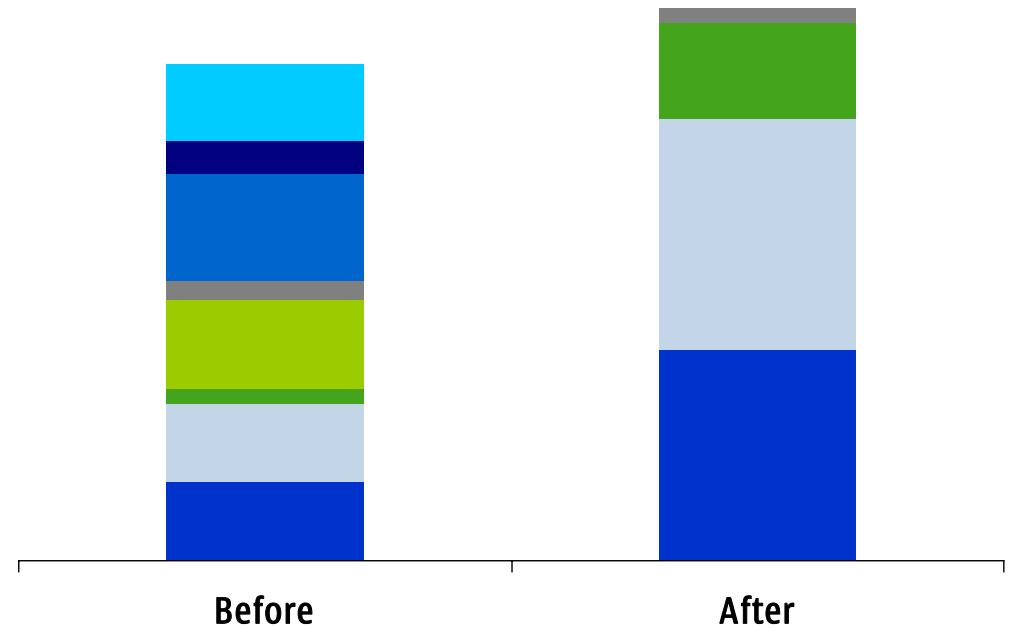
Carving out benefits from scale in sourcing and manufacturing

Entry's share of Nokia's handset component purchase volumes in 2006

An example using one of our Entry products: Cost efficiency driven by manufacturing consolidation and higher volumes



Source: Nokia estimates



Continuous portfolio improvements

- Features
- Design
- Durability
- Local relevance
- Product customization



Nokia 1112



Nokia 2310



Nokia 2610



Nokia 2626



We are better off now than same time last year



Stronger portfolio

Higher market share

Bigger scale

Improved profitability

A photograph of a family of three sitting on a sandy beach, looking out at the ocean under a clear blue sky. The family consists of a woman on the left, a man in the center, and a young child on the right. The child is wearing a striped sweater and red pants. The ocean is a deep blue with gentle waves. The sky is a uniform light blue.

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